

**RFP# DOE-LASTP-2013-04**

For

Low Achieving Schools Turnaround Partners

Questions & Answers

1. What is the per pupil allocation in Virginia to include the various levels of IDEA

**Response:** Pricing is based on cost – Refer to Attachment B (RFP page 25) and Attachment C (RFP page 27) for directions on pricing.

**Per pupil allocations per school division are available at:**

[http://www.doe.virginia.gov/administrators/superintendents\\_memos/2013/085-13a.pdf](http://www.doe.virginia.gov/administrators/superintendents_memos/2013/085-13a.pdf)

**The most recent IDEA allocations per school division are available at:**

[http://www.doe.virginia.gov/administrators/superintendents\\_memos/2012/183-12.shtml](http://www.doe.virginia.gov/administrators/superintendents_memos/2012/183-12.shtml)

2. We anticipate being a full service elementary school management company, what is the average number of students per school?

**Response:** It is impossible to determine average number of students per school. We have provided a pricing framework that must include a price for all potential sizes. We have priority schools that have 130 students and some that have 900 students.

3. In the case of full management services will transportation continue to be apart of the services provided by the Board?

**Response:** Do not include the transportation costs in the proposal.

4. Are there Virginia Common Core Standards?

**Response:** Virginia does not have Common Core Standards. The Standards of Learning in all core content areas are on the website: [www.doe.virginia.gov](http://www.doe.virginia.gov)

5. Explain the difference in hours per week for instructional services? i.e. 32 hrs/40hrs/20hrs.

**Response:** It has been our experience that there must be on-the-ground support from the Lead Turnaround Partner in priority schools weekly. In some schools, it is needed, 20 hours per week, in others, 32 hours per week, and in others 40 hours per week. We have asked for pricing based on these three different scenarios and on school size.

6. Will the management company pay teacher staff benefits or the Board?

**Response:** If the teachers are the employees of the management company, then the management company will pay staff benefits.

7. What is the salary differentiation for teachers? i.e. different levels of experience, degrees and certifications?

**Response:** The average teacher salary is provided in Attachment C (page 27) of the subject RFP. Salary differentiation is up to the management company if the teachers are the employees of the management company.

8. What is the criteria for certification in DMBE/SWAM?

**Response:** The definitions of a Small Business are set out in Attachment D (page 28) of the RFP. Note for purposes of award, offerors must be certified as a small business by the Department of Minority Business Enterprise on the due date and time set for receipt of proposals. Go to the following DMBE website to obtain information on the criteria and process to be certified as a Small Business:  
<http://www.eva.virginia.gov/SWAM/index.htm>

9. Will we be allowed to use the existing school buildings as FM school?

**Response:** This is entirely up to the school division. Offerors are reminded to not include rental or purchase of buildings in its proposed pricing as indicated in the first paragraph of Attachment C (page 27 of the RFP).

10. Will the division provide transportation?

**Response:** See Attachment C, first paragraph (page 27 of the RFP), Offerors should not include transportation in proposed pricing.

11. Will there be performance data on student/teacher performance /student attendance/curriculum to allow us to make appropriate decisions for student improvement?

**Response:** Data are available as required in the USED Flexibility Waiver. Access may only be granted to LTP, CMO or EMO by the division, not the state.

12. Will CMO's be allowed to take over two schools at different grade levels?

**Response:** There is nothing in this RFP that precludes this.

13. After award will contractors have access to student test scores to assess teacher performance vs student performance?

**Response:** The Department of Education does not have authority to release student level data. This authority would have to be provided by the school division and would have to follow guidelines under FERPA – Family Educational Rights and Privacy Act.

14. Where on your VDE website can I find the information which list the current vendor partners for your priority and focus schools?

**Response:** [VDOE: Procurement - Low Achieving School Contracts](#)

15. Please tell me how I can access the list to show which priority schools selected which partner?

**Response:** See attached Attachment A.

16. If a vendor selects the option of “LTP excluding management,” does this mean that the vendor is freed from handling personnel matters (hiring/firing), scheduling (recommending new school schedules), and budget creation responsibilities? If not, then please explain the primary differences between the two potential vendor roles.

**Response:** It does mean that the vendor does not handle personnel, scheduling, budget, etc. The local division will be responsible for the day to day operations at the school.

17. If the vendor selects the role of “LTP excluding management” must we still respond to the hiring, firing, and scheduling requirements in the Statement of Need, section A, items 1, 2, 3?

**Response:** Yes, the LTP in the excluding management option will make recommendations to support the implementation and design of 1, 2 and 3 to the local school division.

18. When the RFP references “integrated instructional and support programs,” does the phrase “support programs refer to only social-emotional student supports or any type of teaching and learning supports?”

**Response:** The RFP references any type of teaching and learning supports.

19. Do Virginia schools currently utilize a Positive Behavior Support framework or any type of research-based behavioral approach for improved disciplinary conditions and school culture?

**Response:** Virginia does currently provide district support for the implementation of a Positive Behavior Support framework.

[http://www.doe.virginia.gov/instruction/response\\_intervention/training/institute/2012/lamm\\_nickel\\_yanek/pbis\\_with\\_families\\_and\\_community.pdf](http://www.doe.virginia.gov/instruction/response_intervention/training/institute/2012/lamm_nickel_yanek/pbis_with_families_and_community.pdf)

20. Regarding the concept of extended teaching or learning time, will participating schools be mandated by the state to increase their school day by any set number of minutes/hours per day or week?

**Response:** Please refer to the School Improvement Grant Guidelines from USED regarding increased learning time. <http://www2.ed.gov/programs/sif/index.html>

21. Will Turnaround Partners be responsible for meeting VA MBE/WBE requirements? If so, what is the expectation for percentage of contract to be sub contracted to small businesses identified as Minority or Woman Owned Business Establishments?

**Response:** Offerors are not required to subcontract with a DMBE-Certified small business, although Offerors who plan to subcontract with a DMBE-Certified small business will receive points for the criterion. Points may be given in one of two ways:

1) if the offeror is a current DMBE-certified small business, the offeror will received 100% of the weight assigned for this criterion and will not receive any additional points even if the offeror plans to subcontract with DMBE-certified small businesses.

2) the offeror's planned subcontracting expenditures with current DMBE-certified small businesses for the initial contract period as indicated in the offeror's subcontracting plan (Attachment D, Section B) in relation to the offeror's total price. The maximum points an offeror may receive for subcontracting expenditures with DMBE-certified small businesses for this criterion is 75% of the assigned weight for the criterion.

Offerors who receive any resulting contract award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the to the VDOE by July 30th of each year a report substantiating compliance in accordance with the small business subcontracting plan proposed in Attachment D.

No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Minority Business Enterprise (DMBE) by the due date for receipt of proposals.

22. We assume that the LTP excluding management approval is equivalent to our current approval that was just renewed for another year, is that accurate?

**Response:** Yes, the excluding management model is similar to the current LTP contract; however, the statement of needs is aligned to the turnaround principles required by USED for Virginia's flexibility waiver.

23. If that is accurate, do we need to respond to this RFP for the elementary, middle and high school LTP full management approval? We want to be clear that responding in this way will not preclude us from the LTP excluding management work in the future.

**Response:** To be considered for an LTP excluding management award after this year, you must respond by submitting a proposal to the RFP. Your proposal can indicate you only want to be considered for LTP excluding management, or your proposal can indicate that you want to be considered for both options.

24. Do you have any guidance we can obtain on what VA means by LTP full management? This will be necessary for pricing.

**Response:** Full management is defined in RFP Section III.B (pages 5 and 6). It includes budget creation, and may include hiring/firing decisions and recommending new school schedules, etc.

25. Can successful proposers offer services to Focus schools as well?

**Response:** Yes, proposers can offer services to focus schools or other entities that request services.

26. For which schools is VDOE planning on mandating LTP Full Management?

**Response:** As indicated in the Virginia's Flexibility Waiver application, all priority schools are required to have a LTP; however, the full management option is up to the discretion of the local division.

27. What is the proposal page limit?

**Response:** There is no page limit.

28. RFP, page 3, **I. Purpose**, Definition of LTP and understanding of the two roles listed. We note the L in this acronym is defined as 'Low Achieving Schools' and not 'Lead' as in the previous 2010-13 procurement process and therefore seek to confirm if the emphasis of this role has changed.

In conjunction with this please can you give a more detailed description of the two LTP roles, make it clear what the levels of obligation and liability are so as to avoid confusion. In doing so can you address the requirement that *'The contractor may manage the*

*schools'*, noting this is over and above the current role of an LTP, but it may fall within the current Education Management Organization (EMO) role.

**Response:** There is no role change, the change in the name of the RFP was to make sure the two were not confused. The details are defined in the Pricing Schedule (Attachment F). The full management-operates the school - Attachment C. The excluding management provides services as a LTP without operating the school - Attachment B.

29. RFP page 3, **I. Purpose**, “...as needed, when needed basis...”  
Please explain further. We assume this means that, if selected, the LTP is obligated to provide the service when stipulated by the school(s) unless they are unable to do so due to resource constraints. Does this apply to the LTP with management role?

**Response:** See RFP Section I. Purpose, third paragraph (RFP page 3).

30. RFP page 3, **Section I. Purpose**, “...multiple contract awards from which applicable school...can select a LTP” but the RFP then goes on to say “The ...division...will have the option to select any LTP identified as providing the required services at the required school level(s) from the resulting LTP contract list”

This first statement appears to imply that a division with 2 or more eligible schools will be able to select one LTP only. However the second statement appears to imply that a division will be able to select multiple LTPs. Please confirm which interpretation is correct.

If the latter is correct, and if appointed as LTP with-management, can we assume that no other LTP is appointed within those schools or is the expectation that the LTP with-management firm will manage other LTPs?

**Response:** The latter is correct. No, there could be multiple full management LTPs in a division; however, only one LTP per school.

Will each division have its own process for interviewing and selecting vendor or will there be a uniform process directed by the VDOE?

**Response:** Each division or governing entity will have its own process for selecting vendors.

31. RFP, page 3, **Section I. Purpose**, “Each...division...will establish the time period for the performance of services by the selected LTP at the contract rate established as a result of this RFP” and

“The Offeror shall include the school level proposed on Attachment C for this option and provide a comprehensive description of full time equivalents that would be assigned to a school.”

The first statement appears to be contradicted by the next statement relating to additional creative approaches. This can be found on page 8 regarding the LTP Full-Management services. Would VDOE be willing to review and revise Table C (page 27) and Attachment F Pricing Schedule (page 31) to include space for the Offeror to include the proposed full-time equivalent in the table? That way divisions will be able to more easily understand, compare and contrast different pricing schedules.

**Response: No. The Pricing Schedule provided should be completed as indicated.**

32. RFP page 4, **Section II. Background, Role of the LTP**, “...*the LTP will lead the reform effort and be given increased ability to act and the authority to make choices.*”

and

III. Statement of Need, A. The contractor shall: “*Services must be aligned with all of the following turnaround principles...*”

and

**III. Statement of Need, B. The Contractor may manage schools**, “*1. Lead the reform effort and be given increased ability to act and the authority to make choices*”.

For the LTP Full Management Services role, we wholeheartedly support and endorse this statement. However, in light of the experiences of the past 3 years and in particular the reluctance of divisions, boards, superintendents and principals to relinquish their powers and their repeated reluctance to follow or even totally ignore the advice of the LTPs, how does VDOE intend to provide and ensure that “the LTP actually has the necessary authority to act and the ability to make choices”? There is no evidence that this will be stipulated in the contract language or indeed whether it is possible to do so.

**Response: The governing entity and the LTP must meet all state and federal requirements. The responsibilities and authority of a Full Management LTP must be clearly defined in the agreement between the contractor and the school division in advance.**

33. RFP page 4, **II. Background, Role of the LTP**, “*This model creates a turnaround zone for a school or cluster of schools.*”

Does VDOE intend to establish “turnaround zones”?

If yes, what will be the governance structure? If not, what will be the governance structure for a “LTP Full Management” school? How will the LTP be empowered to be able to deliver such obligations?

**Response: No. The Virginia Department of Education is not the governing entity. The governing entity is responsible for the governing structure of the school.**

34. RFP page 4, **III. Statement of Need, A. The contractor shall** “...*develop and implement an academic program...*”

This statement appears to contradict statement 4 on page 5: “*Strengthen the school’s instructional programs based on student needs by (1) ensuring that the instructional program is research-based, rigorous, and aligned...*”

Which of these two statements is the correct one?

**Response: Both are correct, the academic program and instruction program must be based on Virginia Standards of Learning.**

35. RFP page 4, **III. Statement of Need A. The contractor shall:** “...*using the following desired approaches or other proposed approaches approved by the VDOE as a result of this RFP...*”

We understand this to mean that if an alternative approach is proposed by an offeror and their proposal is accepted, by virtue of this acceptance the new proposed approach is approved.

**Response: Alternative approaches proposed by an offeror, if approved by the VDOE, will be included in any resulting contract award. The governing entity and the LTP must meet all state and federal requirements.**

36. RFP page 9, **Section V. Evaluation and award criteria**, please can the point values be provided?

**Response: The weights for the Evaluation and award criteria will be posted at a minimum of one hour prior to the due date and time set for receipt of proposals. Offerors are encouraged to submit their best proposals in meeting the *Statement of Needs* set out in Section III and the *Reporting Requirements* set out in Section IV of the RFP.**

37. RFP page 10, **Section VI. Reporting and delivery Instructions**, It is our understanding that the reporting requirements described here are for the LTP full management services and that these would be reduced if undertaking the LTP role excluding management e.g. monthly line item budget expenditure would not be required.

**Response: Reporting and delivery instructions indicated in the RFP are not negotiable and are the same for LTP-Full Management option and LTP-Excluding Management option.**



38. RFP page 16, **Section VII. General terms and conditions, P. Default**, Request that a period to be able to respond and remedy any default is defined and that if verbal notification is ever given it must be followed by written confirmation.

**Response:** The decision as to what action to take in a default situation will be done on a case-by-case basis by the DOE following the Agency Procurement and Surplus Property Manual.

39. RFP page 19, **Section IX. Special terms and conditions, 2. Cancellation of contract**, Request it be added that on termination, the consultant would be fully compensated up to the termination date.

**Response:** The contractor will be compensated for services rendered up to the effective termination date provided the work is performed in accordance with the contract.

40. RFP page 19, **Section IX. Special terms and conditions, 4. Renewal of contract**, Please confirm there is provision to escalate rates annually on renewal.

**Response:** Not confirmed. There is no provision to allow rates to escalate during the term of the contract.

41. RFP page 20, **Section IX. Special terms and conditions, 7. Small business....***"it is the goal of the Commonwealth that 40% of its purchases is made from small businesses."*

Please confirm what the expectation or requirement is for the contractor to provide under this RFP.

**Response:** See response to question #21 above.

42. RFP page 22, **Section IX. Special terms and conditions, 11. Payment.**

We assume that item 11 is not applicable and therefore should be removed as it is a repeat of item J on page 13 noting specifically the contradictory terms of 30 to 45 days respectively. Please confirm.

**Response:** The Payment term in the General Terms and Conditions, paragraph J applies to state government, the Payment term indicated in the Special Terms and Conditions as paragraph 11 applies to local government. Any resulting contract(s) may be used by state or local government.

43. RFP page 26, Attachment C, Table C. This table asks for the base unit price per student per school year. Would VDOE be willing to review and revise Table C so that is based on a tiered system, similar to taxation tables? Such that for the first tier of "up to 250 students" the same \$ was paid irrespective of the total size of that group. And so on for the remaining 4 tiers.

This would allow vendors to offer discounts for larger schools and avoid the current situation, where if a discount is offered between the tiers then, for example, a school with 251 students could pay less than a school with 210 students.

**Response:** No.

Is the number of contract days subject to renewal each year?

**Response:** This question is not understood. The initial contract period is three (3) years with two (2) one-year renewal options.

44. Can you confirm whether or not applying for LTP Excluding Management Option is less advantageous than submitting for LTP Full Management Option? Or, are both options equally weighed the same for responding to?

**Response:** An offeror may apply for either one of the LTP options (LTP-Full Management and/or LTP-Excluding Management) or both of the options. Neither option is considered to be less advantageous than the other.

45. Will the questions be posted to the website as an addendum? If so, when?

**Response:** Addendum No. 1 that documents a change to the RFP is posted under the subject RFP. The Questions and Answers Version 2 (does not include the pre-proposal questions and answers) and Attachment A in response to Question #15 on the list are also posted on eVA. New questions and answers will be posted on eVA under the subject RFP as a new version (i.e., V1, V2, V3, etc.) that will include all questions and answers to date. Questions and answers are not posted as an addendum to the RFP, only changes to the RFP are posted as addenda.

#### **PRE-PROPOSAL CONFERENCE - QUESTIONS AND RESPONSES**

46. In the RFP Background, of the 36 Priority schools, 22 had selected LTPs as of January, 2013. How many of the remaining schools need to select LTPs and how many additional schools will be added?

**Response:** The new Priority schools have not yet been identified, as data is pending. We will have a better idea in mid-August. The schools originally identified as SIG schools will exit; they have concluded a three year commitment. They will be identified as new Priority Schools only if they fall within the lowest 5% of schools in reading and mathematics in September 2013. To identify new Priority schools, all schools will be rank ordered. The schools that have the lowest 5% achievement scores in reading and mathematics in the all students category will be identified as Priority schools. Up to 16 new schools will be identified. All schools may select a new LTP.

47. Is there a restriction on the number of pages in the proposal?

**Response: No. Please put marketing material in the back of the proposal and respond fully to the requirements.**

48. How many currently identified schools have LTPs that manage the schools (“LTP Full Management Option”)?

**Response: None are fully managed by the LTP. There are 5 schools using the Restart Model that have LTPs that perform some management functions, but do not have control over budget or staff.**

49. For those LTPs that are approved as original LTPs, do we have to respond to both types of management models in the RFP?

**Response: See Q&A document, question #23. The RFP Statement of Needs is identical to the requirements in the ESEA Flexibility Waiver.**

50. In the Proposal Preparation and Submission Instructions, with respect to formatting, some material may not be PDF searchable. Is that a problem?

**Response: This is requested for ease of use so that specific elements can be found in the future if needed. No, it will not impact the proposal evaluation process.**

51. The RFP states that you will let us know the point values for the criteria one hour ahead of the proposal deadline. Is that still the case?

**Response: At least an hour, and generally that is what we stick to. We encourage offerors to submit their best proposal.**

52. Referring to the Progress Reports listed on page 10 of the RFP in Reporting and Delivery Instructions, Items 1 and 2, are these currently existing reports or are these new reports for the schools?

**Response: What is different is that LTPs will have to request these data from the division as the state cannot provide student level data under FERPA. Data are available by the school level, but will have to be provided by the division.**

53. Referring to the question above, will the required reports (#1 and 2) be separate and apart from the Indistar quarterly reports?

**Response: Report #2 may be found in Indistar, while report #1 is a separate report.**

54. Both types of LTPs must report these data?

**Response: Yes.**

55. Is there a list of registered organizations to meet the small business contract requirements?

**Response:** The DMBE has a listing of these. There is a link from the VDOE web site to the DMBE list.

56. What is the current average classroom size that we can take into account at the Priority schools?

**Response:** It is difficult to estimate. School enrollments range from 130 students per building to 900 or even 1500 students. Class sizes range from 15 to 20 students per class at the elementary and middle school level. At the high school level, class sizes are slightly larger at 20 to 25 students per class. Priority schools tend to have smaller class sizes than other schools.

**Offerors must complete the appropriate tables on Attachment B and/or Attachment C for each level that they want to propose. They also must complete all rows in order to address all school sizes for the category(s) proposed. Pricing information cannot be revised after proposals are received.**

57. If the offeror does not indicate in Attachment A that they are interested in the “LTP Full Management Option,” do they have to complete Attachment C?

**Response:** No, do not fill out Attachment C if you do not want to be considered for the “LTP Full Management Option.”

58. Do we need a separate proposal by school level, or can a single proposal cover multiple school levels?

**Response:** A single proposal can cover multiple grade levels. If there is a differentiation, make it clear.

59. Do you want the pricing in the original hardcopy with original signatures and in the five hardcopies of the original proposal, or just in the original hardcopy with original signatures?

**Response:** According to Section 4 on page 9, number 9, pricing for Attachment F should be in the original proposal only, not in copies. However, this is not noted in page 8, number 5, for attachments B and C. This will be taken under consideration, and a revision or addendum might be forthcoming. See Addendum No. 1 that has been posted to address this question.

60. Are there current partners who are not using Small Business Participation?

**Response:** Yes. Also refer to the Q&A document, question 21. Small Business Participation is not a requirement. Return Attachment D with Offeror Name and

**Preparer Name and Date completed even if you do not subcontract with Small Business.**

61. If a vendor is in another state, do they have to complete Attachment E?

**Response:** Attachment E must be completed by checking one of the five boxes and, if applicable, indicating the offeror's SCC identification number and returned with offeror's original proposal.

62. Is a signature required on Attachment F?

**Response:** No. This attachment must be completed, with the offeror name filled in.

63. Is the offeror required to have a local or Virginia physical address?

**Response:** This is not a requirement of the RFP. Consult with your attorney if you have questions about this.

64. Based on evidence, if a teacher is not improving student academic performance, can the teacher be transferred to another school?

**Response:** The VDOE has no authority to remove or fire a teacher. This is within the authority of the local school board or governing entity unless granted to the LTP by the governing entity. This is according to state Constitution law.

65. Referring to the question above, is the role of the LTP to make recommendations? Policy suggestions?

**Response:** Under the "LTP Excluding Management" option, yes. Under the "LTP Full Management" option, this depends on the agreement with the governing entity.

66. How are LTPs evaluated annually?

**Response:** The VDOE does not evaluate LTP performance. The LTP contract with the governing entity will describe the expectations of the governing entity.

67. So for the purposes of the RFP, you don't require a commitment to performance improvement?

**Response:** See RFP Page 7, Section IV.B.3.b.

68. Is the same requirement of having a statement of results expected for the "LTP Full Management" option and for the "LTP Excluding Management" option?

**Response:** Yes. The contract with the governing entity will include this. Refer to RFP page 7, Section IV.B.3.b for information on the past effectiveness evidence expected in the RFP.

69. If a company can provide a service to help with school improvement overall, how is it priced in the RFP?

**Response:** Attachments B and C to the RFP both include this statement: *“It is also recognized that additional items and services not known and proposed for purposes of the contract may arise based on the needs of the ordering entity in carrying out the services contemplated herein; in this event, the ordering entity shall procure those items or services pursuant to the ordering entity’s applicable procurement policies, procedures and laws”*

RFP page 8, Section IV.B.5, last paragraph, states:

*“Additionally, the offeror shall provide a comprehensive list of known additional unit pricing for items and student services not included in the base unit price that are provided by the offeror for the option(s) proposed.”*

Attachments B and C to the RFP also include this statement:

*“The base unit price per student per school year entered in the tables below, and any additional proposed unit prices submitted with the proposal, shall not be subject to change, except as may be negotiated by the VDOE and offeror prior to contract award, and included in any final resulting contract.”*

70. Will schools be able to select the “LTP Full Management” option or the “LTP Excluding Management” option?

**Response:** This decision will be up to the school division or the governing entity.

71. Will all of the schools on the list continue on the list?

**Response:** No. Some schools will exit and will be replaced with new schools.

72. May an offeror apply for both the “LTP Full Management” option and the “LTP Excluding Management” option?

**Response:** Yes. A vendor may submit a proposal for all options, but may not be awarded a contract for all of the proposed options for which the vendor submits in its proposal.

73. May offerors approach the identified schools? Is this a multiple awards situation?

**Response:** After contract award and the list for 2013-2014 has been provided, vendors are not precluded from approaching localities. This is a multiple award contract. A single school will only have one LTP, but a division in which multiple eligible schools are identified may have more than one LTP.

74. How does the process move forward once contractors are approved? Who facilitates the contact with the schools?

**Response:** With new schools and returning SIG schools, a conference is arranged during which each vendor may introduce him/herself. Governing entities may then select a vendor from the list or another vendor. Governing entities are not required to select a contractor from the list of available contracts established by the VDOE; they may conduct their own rigorous RFP process.

75. Referring to the question above, when does this conference take place?

**Response:** The conference generally takes place following training that is provided to divisions in October.

76. How is pricing weighted against past performance when proposals are considered? Will there be a range of prices?

**Response:** Pricing is only one of the criteria considered. The USED requires a rigorous procurement process. This RFP process meets the process required for SIG funding. If a contractor from the approved state contract list is selected, the division does not have to go through its own procurement process. This RFP process and any resulting contracts should provide schools with differentiated options.

77. Are the prices charged by current LTPs available?

**Response:** Yes, they are posted on our web site under the current contracts.

78. If a company is approved, may it directly solicit the identified schools individually?

**Response:** Yes. Keep in mind some of the current schools have active contracts with which they will continue, and the current list does not indicate which schools will exit and which new schools will come on board and will need to select LTPs. Please do not make any contacts with divisions or with anyone at VDOE except Ann Sells until after the awards are made. The current contracts run through September 30.

79. Can schools solicit prior to the October training?

**Response:** No.

80. Is hand delivery of proposals acceptable?

**Response:** Yes.

81. If an addendum is released as a result of these questions, will we need to acknowledge receipt of the addendum?

**Response:** Yes.

82. Will this take the place of the previously approved providers?

**Response:** Yes, but ending current contracts with providers who receive an award under the new RFP will be discussed on a case by case basis.

If so, I am assuming that we will need to reapply in order to continue to be eligible to be hired as a lead turnaround provider.

**Response:** To be considered for an LTP excluding management award after this year, you must respond by submitting a proposal to the RFP. Your proposal can indicate you only want to be considered for LTP excluding management, or your proposal can indicate that you want to be considered for both options.

83. Is there anything else specific for returning providers that will be ranked or determined differently than new providers?

**Response:** No. All Proposals will be equally evaluated on the Evaluation Criteria that is listed in the RFP, page 9, in Section V, Evaluation and Award Criteria.

84. On page 10 item 4, a reporting item is monthly teacher evaluations and observations. Does this mean that all teachers in the persistently low-achieving schools would be evaluated or observed on a monthly basis, or does it mean that reports would be sent for the subset of teachers who were observed or evaluated during a month, dependent upon a typical schedule of evaluation?

**Response:** The number of teachers observed or evaluated in these schools is often more than a typical school schedule. In many of these schools, there a significant number of provisionally licensed teachers. The number is dependent on the needs of the school.

85. Is it possible for companies to have SWAM prior to award with a letter from SWAM indicating the application is in process?

**Response:** Please refer to page 20 of the subject RFP, Section IX 7 a, 5<sup>th</sup> sentence: *“...No bidder/offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority Owned Business unless certified by the Department of Minority Business Enterprise by the due date for receipt of bids or proposals...”*



